



**U.S. Department of Energy
Energy Efficiency and Renewable Energy**

Bringing you a prosperous future where energy is clean, abundant, reliable, and affordable

Selling Energy-Efficient Products to the Federal Government

August 2003



Leading by example, saving energy
and taxpayer dollars in federal facilities

Federal Energy Management Program

**For more information or to order materials,
contact the FEMP Help Desk at 800-363-3732 or
visit us at www.eere.energy.gov/femp.html**

August 2003

Contents

- Introduction** 1
 - Federal Purchasing Policies and Regulations 2
- ABCs of Government Purchasing**..... 3
 - The Federal Supply Agencies 4
 - Defense Logistics Agency* 4
 - General Services Administration* 5
 - Introducing Innovative Products through the Supply Agencies* 6
 - Energy Saving Performance and Utility Service Contracting 7
 - Construction, O&M, and Other Contracting Work 8
 - Direct Sales to Agencies 8
- How to Get on a Bidders List**..... 9
- Special Opportunities for Small Businesses** 10
 - Small Business Administration 10
 - DoD PTAC 11
 - GSA Small Business Utilization Centers 11
- Conclusion** 12
- EERE Corporate Message** 13
- The Opportunities** 13
- Appendix A: FEMP Product Energy Efficiency Recommendation and ENERGY STAR Labeled Products** 15
- Appendix B: Internet Resources for Further Information** 17
- Appendix C: GSA Small Business Centers** 19

This reference guide provides basic information about how to do business with the federal government. Following the procedures outlined in this guide does not guarantee that work will be awarded to your firm.

Introduction

The US Government is a major purchaser of products from suppliers throughout the country. Selling to the federal government is an important outlet for many manufacturers and distributors, from large corporations to small businesses. Companies with energy-efficient products and services have special opportunities in the federal sector. This document highlights

the major avenues to becoming a supplier and gives sources of information for private companies to use.

Federal agencies buy energy-efficient products for several reasons, ranging from federal policies and regulations to economic and environmental benefits. Federal policy and the Federal Acquisition Regulations (FAR) require agencies to buy ENERGY STAR® labeled products or other efficiency products. In most cases, purchasing energy-efficient products will save the government a significant amount of total ownership cost over the product's useful life. Although actual savings vary according to energy costs at each site, hours of operation, and the price premium for a more efficient product, the Department of Energy's Federal Energy Management Program (DOE/FEMP) estimates that federal agencies can save well over \$200 million annually by choosing more efficient products.

Environmental benefits also accrue from using energy-efficient products. Each therm of natural gas, gallon of oil, or kilowatt-hour of electricity saved means less air pollution generated—and more energy available for other productive uses throughout the economy. Smog, acid rain, and greenhouse gas emissions are all reduced through the use of more energy-efficient products.

The last important benefit from federal procurement of energy-efficient products is market influence. Federal agencies spend at least \$10 billion per year on purchases of energy-using products. While this represents only 1 to 2 percent of total US sales, it makes the federal government as a whole the largest buyer in the world for almost any product. Thus, federal criteria for energy-efficient purchasing can help move the entire market toward greater efficiency. Higher demand for efficient products also stimulates suppliers to compete for this important market segment, in turn increasing the availability and reducing the cost of more efficient equipment for federal and non-federal buyers alike.



Federal Purchasing Policies and Regulations

To support the environmental and economic benefits mentioned above, both Congress and the Executive Branch have enacted policies and regulations that require federal agencies to purchase energy-efficient products:

- The Energy Policy Act of 1992 (EPAAct) requires the Department of Energy, in cooperation with other agencies, to “identify and designate those energy-efficient products that offer significant potential savings.” The EPAAct also calls for “guidelines to encourage the acquisition and use [of these products] by all federal agencies.”
- Executive Order 13123 “Greening the Government through Efficient Energy Management” (6/3/99), directs federal agencies to select ENERGY STAR labeled products or, for product groups where ENERGY STAR labels do not exist, “products that are in the upper 25 percent of energy efficiency as designated by the Federal Energy Management Program.”
- Executive Order 13221 “Energy Efficient Standby Power Devices” (7/31/01), provides that each agency, when purchasing “commercially-available, off-the-shelf products that use external standby power devices, or that contain an internal standby power function, shall purchase products that use no more than one watt in their standby power consuming mode.” If products are not available with one-watt standby, then FEMP designates another low level of standby power.
- The Federal Acquisition Regulations (48 CFR 23.203 Energy-Efficient Products) mandates that “If life-cycle cost-effective and available, when acquiring energy-using products, contracting officers must purchase ENERGY STAR or other energy-efficient products designated by the Department of Energy’s Federal Energy Management Program (FEMP).”

To encourage and assist agencies in following these federal policies, FEMP publishes a series of *Product Energy Efficiency Recommendations*. The *Recommendations*, in coordination with the ENERGY STAR labeling program, define acceptable efficiency levels for various products at roughly the top 25th percentile of the market for each product class. FEMP efficiency criteria are listed at www.eere.energy.gov/femp/procurement.

Products profiled so far (over forty) range from office equipment and household appliances to large heating and cooling components. **Please see Appendix A for a current list of these products.** Each *Recommendation* identifies the efficiency level that complies with the



The FEMP Energy Efficiency
Recommendations are at
[www.eere.energy.gov/
femp/procurement](http://www.eere.energy.gov/femp/procurement)

EO 13123 and FAR directives, and offers the buyer guidance regarding alternative technologies, equipment sizing, installation and controls. In addition, there is a cost-effectiveness example to help determine when the price premium (if any) for an energy-efficient product is worthwhile. Last, each *Recommendation* provides information on where to buy efficient products, including contact information for the appropriate federal supply agency or other sources.

Sellers can determine if their products meet the FEMP-recommended efficiency levels by going to the FEMP Web site cited above. They can likewise determine if their products may qualify for the ENERGY STAR® label by checking the criteria at www.energystar.gov/products. This Web site also provides guidance on becoming an Energy Star program partner, with the right to display the Energy Star logo on products and in advertising.

ABCs of Government Purchasing

Companies interested in selling their products to federal agencies should become familiar with government contracting principles and procedures. Basic contracting rules for most government agencies are detailed in the Federal Acquisition Regulations (FAR), located in Title 48, Chapters 1 and 2 of the Code of Federal Regulations (CFR). The FAR can be accessed on-line at www.arnet.gov/far or a copy may be purchased from the Government Printing Office (GPO) at www.access.gpo.gov/nara/cfr.

Federal acquisitions are made through four primary routes:

- two major **federal supply agencies**: the Defense Logistics Agency (DLA) and the General Services Administration's Federal Supply System (GSA/FSS);
- **energy savings performance contracts** and **utility energy service contracts** to renovate and upgrade efficiency features in government buildings;
- **construction, operations and maintenance (O&M)**, or other **service contracts**; and
- **direct sales** to agencies through competitive solicitations (contracts for larger volume purchases) or from retail commercial sources using federal credit cards (for smaller purchases).

Different items usually fall under each of these. Most of the everyday things, office products and smaller purchases, are bought through the supply agencies or with procurement credit cards. Larger items, such as chillers and boilers for buildings, would be specified in contracts for retrofits or other services for government buildings.



Efficiency criteria and lists of products that qualify for the EPA/DOE ENERGY STAR® product labeling program are at www.energystar.gov/products



The FAR and DFARS can be viewed on line at: www.arnet.gov/far/

The Federal Supply Agencies

The two main federal supply agencies, the Defense Logistics Agency (DLA) and the General Services Administration (GSA) use the government's position as a large-volume buyer to negotiate favorable procurement terms for commonly purchased items, including many energy-using products.¹ Both agencies work to negotiate with vendors on prices and delivery terms; often the product is shipped directly from the vendor to the federal customer. Either supply agency can sell products to any government agency. Their offerings are generally distinct; for example GSA deals with computers and printers while DLA does not; but there is some overlap, as with lighting products.



For information on business opportunities with DLA see <http://www.dla.mil/bussOppsMain.asp>

Defense Logistics Agency

The DLA (Defense Logistics Agency) is one of the military's major purchasing channels, providing almost 90% of all Department of Defense consumable items. It also serves as a purchasing office for civilian agencies for some equipment and supply categories. The DLA has five business divisions: a support unit, a distribution unit, and three major inventory control points called Defense Supply Centers. These centers are organized into product teams, each responsible for procuring different kinds of equipment for both military and civilian agencies. Check www.dla.mil/about.asp to find the listing of product teams and their locations. General information for DLA vendors is at www.dla.mil/bussOppsMain.asp; click on "DLA Vendor Focused Web Sites."

The Defense Supply Center Philadelphia (DSCP) deals with many energy-related building products, including:

- Lighting products for non-residential use, including fluorescent tube lamps and ballasts, compact fluorescent lamps, and high-intensity discharge lighting
- Air-conditioning and heating equipment
- Food service equipment
- Plumbing fixtures
- Products with low standby power

To contact DSCP, call 1-800-DLA-BULB.

After a DLA product team determines that there is sufficient federal demand for a product or service, they solicit bids and negotiate pricing with the vendors. The next step is to issue a National Stock

¹ There are other smaller, specialized supply agencies, such as the Veterans Administration's National Acquisition Center (NAC) at <http://www.va.gov/oa&mm/nac/about/index.htm>. For more details, see the agency listings in Appendix B.

Number (NSN) and post the item in DLA's master catalog database, the Federal Logistics Information System or FLIS, FEDLOG (the Federal Catalog System), and the electronic commerce site, DoD EMALL (<https://emall.prod.dodonline.net/scripts/emLogon.asp>).

DLA also chairs the Joint Group on Environmental Attributes, which uses a consensus process to recognize important environmental attributes, including energy efficiency (based on FEMP and Energy Star criteria). Other current environmental attributes include water conservation, recycled content, low standby power, asbestos alternatives, and low-volatility organic compounds.

Once a new attribute is accepted, cataloged products that meet the criteria are identified using an Environmental Attributes Code, or ENAC. Each coded product is highlighted with a special symbol in both FEDLOG and EMALL, making these environmentally preferable items easier for customers to identify. All products that meet the Energy Star or FEMP efficiency levels are identified with ENAC codes.

Information on the DLA Environmentally Preferable Products Program (EPP) can be found at the DLA EPP Web site at www.dlis.dla.mil/epp/

General Services Administration

The General Services Administration (GSA) serves as the business agent for federal agencies, providing the supplies, workplaces, and support that other agencies need. The Federal Supply Service (FSS) is one of three activities overseen by GSA; the other two are the Federal Technology Service (FTS) and the Public Buildings Service (PBS). Both FSS and FTS deal with energy-efficient products covered in this publication. General information on selling to the government through GSA is at www.gsa.gov/Portal/selling.jsp. The GSA Web site also links to a useful reference document "Your Guide for How to Market to the Federal Government."²

Most GSA procurement of energy-using products is done through the GSA Schedules Program. Each schedule covers a number of related products and services and includes negotiated prices and terms with several suppliers. Examples of energy-related products found on GSA schedules include: computers and other office equipment, appliances, water heaters, lighting, TVs and home electronics, commercial food service equipment, and distribution transformers. There is also a supply schedule for energy auditing and other energy management services. GSA negotiates comparable terms and conditions with vendors who then sell directly to federal buyers.

² Search for this title at the GSA home page, or click on http://www.gsa.gov/cm_attachments/GSA_PUBLICATIONS/HOWTOMARKETTOTHEFEDERALGOVERNMENT2_R2BMD-y_0Z5RDZ-i34-p/r.doc.



Additional information on selling to the DLA can be found on the Web site at www.supply.dla.mil/.



General information on selling to the government through GSA is at <http://www.gsa.gov/Portal/selling.jsp>



More information on the Schedules program can be found by clicking on the "Schedules e-Library" link at the right-hand menu on GSA's Web site www.fss.gsa.gov

The schedules program is also referred to as Multiple Awards Federal Supply Schedules (MAS) because there are multiple vendors for most product types. For instance, Schedule 51-V, Hardware Superstore, lists several competing vendors of compact refrigerators. GSA does not evaluate the products to determine which models provide the best value in terms of life-cycle costs; instead, the federal purchaser must compare efficiency levels, energy cost and use, and purchase prices to make a choice.

Periodically, GSA requests bids from vendors listed on their solicitations mailing list. GSA contracting officers review the bids, which must include information about the pricing and discount practices for both government and commercial buyers. Contracts are awarded to all responsible companies meeting the criteria. Items are then assigned numbers and listed in the Schedule, along with price, delivery terms, and contact information. Once items are listed, federal buyers can contact the vendor directly to request a GSA-approved price list and place an order.

It is important for prospective vendors to note that a schedule listing does not guarantee any sales. Vendors are still responsible for promoting their own products, although GSA helps by allowing them to list their offerings on *GSA Advantage!* www.gsaadvantage.gov/ which includes a special online shopping site where federal buyers can request for quote for a particular service (click on *e-Buy* at the *GSA Advantage!* Web site). GSA also helps by sponsoring numerous regional training forums for both vendors and government buyers along with a national products and services exposition each year. In addition, federal buyers receive GSA's bi-monthly magazine, *Marketips*, and the *Environmental Products and Services Guide*, updated annually (www.gsa.gov/attachments/GSA_PUBLICATIONS/pub/epsg2002_3_1.pdf).

In sum, participating in the GSA Schedules program offers great opportunities for vendors to market to the government sector while making it significantly easier for federal buyers to identify and procure the products they need.

Vendors can see the list of schedules and associated product types and obtain a copy of solicitations by checking the GSA Schedules e-Library system (www.gsaelibrary.gsa.gov/elib/eLibrary.jsp), by visiting the Federal Business Opportunities Web site at www.fedbizopps.gov, or by contacting the local GSA Regional Small Business Utilization Center (See Appendix C). They can also access the Contractor Guide for helpful information on participating in the schedules program at (<http://apps.fss.gsa.gov/contractorguide/>).

Introducing Innovative Products through the Supply Agencies

As vendors introduce new or improved products and services, GSA allows for them to be added to the Multiple Awards Schedule through a program called Introduction of New Service/Products (INSP) Special Item Number (SIN). This program was created because regular contracting methods make it difficult to introduce new items in a timely fashion. Products added under the INSP SIN must offer a new service, function, or attribute that allows federal agencies to accomplish their mission more economically or efficiently. GSA encourages vendor requests as new products become available and provides temporary placement on a GSA schedule until the new product can be formally categorized.

A prospective supplier of a new or improved product must apply to GSA through a regional GSA Small Business Utilization Center (see list, Appendix C).

Energy Saving Performance and Utility Service Contracting

Energy Savings Performance Contracts (ESPCs) and Utility Energy Services Contracts (UESCs) are alternative funding mechanisms that agencies can use to make energy-efficiency improvements to their facilities. ESPCs and UESCs reduce energy costs and consumption at federal facilities without increasing budgetary outlays. These contracts enable agencies to obtain new capital equipment, improve the indoor environment, and reduce pollution.

ESPCs allow federal agencies to partner with the private sector to finance and install energy saving projects in federal buildings. Under the legislation authorizing ESPCs, the contractor (or Energy Services Company, ESCO), using private investment capital, designs, purchases, installs, and maintains energy-saving capital improvements at the federal site, all in exchange for a share of the energy cost savings. These contracts may last for up to 25 years.

DOE (FEMP), the Army Corps of Engineers (Huntsville, AL), and the Air Force have established ESPC blanket contracts with competitively selected ESCOs. FEMP has selected five or six service companies in each of the six regions of the country. Agencies use these contracts to streamline ESPC procurement.

UESCs are specific contracts that allow utilities to provide agencies with comprehensive energy and water efficiency improvements, including measures to reduce peak electricity demand. The utility typically arranges financing to cover the capital costs of the project. As with an ESPC, the utility is repaid over the term of the contract from cost savings generated by the energy (or water) saving measures.

ESPCs and UESCs have created a new market for private companies and utilities. For information on participating in these programs, contact FEMP, who can provide assistance on audit reviews, investment decisions, and technical issues, project facilitation, acquisition planning tools, financial reviews, and training. Information on ESPCs and UESCs can be found on FEMP's Web site at: www.eere.energy.gov/femp/financealt.html. Vendors who think their products are well suited for ESPC projects can find a list of each of the FEMP-approved ESCOs and a contact for each company at www.eere.energy.gov/femp/financing/espc.html.

Construction, O&M, and Other Contracting Work

A significant amount of energy- and water-conserving equipment is bought and installed in federal facilities through everyday operations and maintenance (O&M) or construction work. This includes air-conditioning chillers, energy-efficient windows, highly reflective "cool" roofing materials, lighting and appliances, and plumbing fixtures. The agencies handling the greatest number of contracts are the Navy, the Army Corps of Engineers, NASA, the Veterans Administration, and the Postal Service. GSA's Public Buildings Service manages construction and O&M work for most of the remaining agencies. Major procurements by any of these agencies offer opportunities for selling energy-efficient products that are included as part of a larger capital project or ongoing O&M service agreement.

Direct Sales to Agencies

A large number of sales to the government occur through direct procurement, either by agency procurement officials or, especially for smaller items, by any of the almost 400,000 federal employees who carry federal-issue credit cards. Credit card purchases by individual employees are usually limited to \$2,500, but procurement officials generally have much higher limits (\$100,000 is common).

FedBizOps.gov, accessed at www.eps.gov, is the single government point-of-entry (GPE) for federal procurements over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOps. Through this one site, commercial vendors seeking federal markets for their products can search and retrieve opportunities solicited by the entire federal contracting community.



FedBizOps.gov at
www.eps.gov
is the single point-of-entry
for federal procurements
over \$25,000

How to Get on a Bidders List

All federal contracts, whether the materials will be bought through sealed bid or by negotiation and schedule placement, are announced on-line and also publicized through solicitation lists, to insure that decisions are made on a competitive basis. An important step in providing products or services to the government is to request that your firm be placed on the appropriate solicitation mailing lists. This assures that you will be notified of upcoming contracts and requests for proposals.

Regardless of the size of your business, the GSA Small Business Utilization Center serving your area should be among your first points of contact (see next section and Appendix C). This valuable resource is considered the front door to contracting opportunities with the General Services Administration, and through GSA, with all federal agencies.

Center staff can assist you in registering for solicitation notification. At the FEDBIZOPS site, www.eps.gov, select the Vendor Notification Service link to register to receive procurement announcements by email, including

- Presolicitations and modifications
- Notices of solicitation and amendment releases
- General procurement announcements

When you register, you will complete the Acquisition Notification Service Subscription form, selecting the organizations and product service classifications from which you want to receive notifications. Once you have submitted this form, you will receive all upcoming solicitations that meet your criteria.

For Defense agencies, once a company's name is placed on the list, most solicitations for their product or service will automatically be sent to them. Defense agencies require additional documents or listings, beyond those required by GSA. DLA asks vendors to submit their DUNS (business identification) number from Dun and Bradstreet. Vendors also need a Commercial and Government Entity (CAGE) code, issued through the Defense Logistics Information Service (DLIS). CAGE information is now on line at (http://www.dlis.dla.mil/cage_welcome.asp).



To receive email announcements of solicitations, go to www.eps.gov, and click Vendor Notification Service



Comprehensive guidelines on doing business with DoD can be found at www.acq.osd.mil/sadbu/publications/selling

Special Opportunities for Small Businesses

The federal government actively seeks out small business participation when it buys goods and services, to ensure that smaller vendors obtain a fair share of government contracts and subcontracts. In addition to GSA's Small Business Utilization Program, two other avenues provide important opportunities: the Small Business Administration and the DoD PTAC program. Both agencies provide information on a variety of federal opportunities for small business, including:

- Small Business Set-Aside Program
- Section 8(a) Program
- Veteran- and Women-Owned Small Business Programs
- Small Disadvantaged Business Program
- Historically Underutilized Business Zone (HUBZone) Program
- Very Small Business Program
- Mandatory Source and Subcontracting Programs

Opportunities for small businesses to sell Environmentally Preferable Products through DoD EMALL can be found at: <https://emall.prod.dodonline.net/scripts/EMVendorcorner.asp>; click on "Selling Green to the Federal Government."

Small Business Administration

The Small Business Administration (SBA) is also a primary source of information on how to do business with the federal government. To determine if your company qualifies as a small business, contact the SBA for assistance or review guidelines posted on the SBA Web site at www.sba.gov/businessop/index.html.

The SBA's Small Business Development Centers (SBDC) and Business Information Centers (BIC) provide convenient locations where small businesses can receive technical assistance and advice. SBDCs are found in 56 locations, with a network of nearly 1,000 sub-centers. At more than 80 locations, BICs offer computer resources, a reference library, and business counseling offered by the Service Corps of Retired Executives, a program allowing retired businesspeople to lend their expertise to current and future small business owners.

Several SBA databases can help you market your products or services. A helpful tool is the SBA's Procurement Marketing and Access Network, or PRO-Net[®], on which small businesses can register and update their business profile and provide hyperlinks to their Web sites. To register or learn more about the PRO-Net database system, visit <http://pronet.sba.gov>.



DLA information on selling Environmentally Preferable Products is at <http://www.dlis.dla.mil/epp/>
or go to <https://mall.prod.dodonline.net/scripts/EMVendorcorner.asp>
and click on "Selling Green to the Federal Government."



For more information on SBA resources, visit the SBA Web site at www.sba.gov
or contact the SBA Answer Desk at 1-800-USAK-SBA.

PRO-Net makes your business profile available to federal contracting officers through an on-line, searchable database. The SBA's Technology Resources Network (TECH-Net) is a database for those seeking small business partners for high-tech products and technology research. TECH-Net also serves as a search engine for contracting officers. An extension of PRO-Net, SUB-Net allows small businesses to access subcontracting opportunities at <http://web.sba.gov/subnet>.

Procedures and requirements for government contracts vary; therefore, it is important to contact your target agencies directly. Each federal agency operates an Office of Small and Disadvantaged Business Utilization (OSDBU) that can provide information about that agency's purchases and special programs for small businesses. The SBA Web site provides hotlinks to OSDBU offices at www.sba.gov/yourgovt/osdbu.html.

DoD PTAC

The Department of Defense sponsors the Procurement Technical Assistance (PTA) program to provide access for small businesses to contracting opportunities at all three levels of government - federal, state, and local.

Funded through cooperative agreements between the Department of Defense and states, local agencies, or universities the PTA program supports a network of Procurement Technical Assistance Centers (PTACs) to help small companies navigate through the requirements for doing business with governments locally, regionally, or nationwide. The PTAC Web site at www.dla.mil/db/procurem.htm offers a list of centers and the regions they serve.

GSA Small Business Utilization Centers

As noted earlier, a good place for any business to begin researching contracting opportunities is with one of GSA's 11 Regional Small Business Utilization Centers (listed in Appendix C).

Each center is staffed by GSA Small Business Technical Advisors who can provide information on federal contracting procedures, current bidding opportunities with GSA, how to get on the GSA solicitation mailing lists, and how to review bid abstracts to learn the history of various contract awards. These specialists also offer small business counseling and guidance on introducing new items for government purchase.

For more information on GSA's Regional Small Business Utilization Centers, visit the GSA at www.gsa.gov/Portal/home.jsp³



Appendix C has a list of the
GSA Regional Small Business
Utilization Centers

Conclusion

In conclusion, there is no single best path for selling to the federal government. There are several avenues worth pursuing and an enormous variety of potential buyers. As one successful vendor on a GSA schedule claims, “Every time I try to use a centralized approach, I come up empty. You have to reach the end-customer, the decision-maker.”

The key is understanding the best route for sales of your product—whether through routine purchases from the GSA or DLA sales programs, energy saving performance contracting, large construction projects, or some combination—and pursuing that route accordingly.

³ Click on “Office of Small Business Utilization” under *Find a GSA Organization* , then click on “Contacts for Small Business Support” under *Offerings* on the menu at the right side of the screen.

EERE Corporate Message

A Strong Energy Portfolio for a Strong America

Energy efficiency and clean, renewable energy will mean a stronger economy, a cleaner environment, and greater energy independence for America. By investing in technology breakthroughs today, our nation can look forward to a more resilient economy and secure future.

Far-reaching technology changes will be essential to America's energy future. Working with a wide array of state, community, industry, and university partners, the U.S. Department of Energy's Office of Energy Efficiency and Renewable Energy invests in a portfolio of energy technologies that will:

- Conserve energy in the residential, commercial, industrial, government, and transportation sectors
- Increase and diversify energy supply, with a focus on renewable domestic sources
- Upgrade our national energy infrastructure
- Facilitate the emergence of hydrogen technologies as vital new "energy carrier's."

The Opportunities

Biomass Program

Using domestic, plant-derived resources to meet our fuel, power, and chemical needs

Building Technologies Program

Homes, schools, and businesses that use less energy, cost less to operate, and ultimately, generate as much power as they use

Distributed Energy & Electric Reliability Program

A more reliable energy infrastructure and reduced need for new power plants

Federal Energy Management Program

Leading by example, saving energy and taxpayer dollars in federal facilities

FreedomCAR & Vehicle Technologies Program

Less dependence on foreign oil, and eventual transition to an emissions-free, petroleum-free vehicle

Geothermal Technologies Program

Tapping the Earth's energy to meet our heat and power needs

Hydrogen, Fuel Cells & Infrastructure Technologies Program

Paving the way toward a hydrogen economy and net-zero carbon energy future

Industrial Technologies Program

Boosting the productivity and competitiveness of U.S. industry through improvements in energy and environmental performance

Solar Energy Technology Program

Utilizing the sun's natural energy to generate electricity and provide water and space heating

Weatherization & Intergovernmental Program

Accelerating the use of today's best energy-efficient and renewable technologies in homes, communities, and businesses

Wind & Hydropower Technologies Program

Harnessing America's abundant natural resources for clean power generation

To learn more, visit www.eere.energy.gov

Notes

Appendix A:

FEMP Product Energy Efficiency Recommendation and ENERGY STAR Labeled Products

PRODUCT	FEMP PEER	ENERGY STAR
Residential Appliances		
Room Air Conditioners	✓	✓
Residential Refrigerators	✓	✓
Clothes Washers	✓	✓
Dishwashers	✓	✓
Dehumidifiers		✓
Ventilation Fans		✓
Residential Equipment		
Central Air Conditioners	✓	✓
Air-Source Heat Pumps	✓	✓
Gas Furnaces	✓	✓
Boilers		✓
Geothermal Heat Pumps	✓	✓
Thermostats		✓
Electric Water Heaters	✓	
Gas Water Heaters	✓	
Home Electronics (see also Low Standby Power Products)		
Televisions		
Video Cassette Recorders		✓
Combination Units (TV+VCR)		✓
DVD Players		✓
Home Audio		✓
Set-Top Boxes (Cable)		✓
Cordless Telephones		✓
Answering Machines		✓
Combination Phone/Answering Machine		✓
Water Saving Technologies		
Faucets	✓	
Showerheads	✓	
Toilets	✓	
Urinals	✓	
Office Technologies		
Monitors	✓	✓
Personal Computers	✓	✓
Printers	✓	✓
Fax Machines	✓	✓
Copiers	✓	✓
Scanners		✓
Multifunction Devices		✓

PRODUCT	FEMP PEER	ENERGY STAR
Lighting Technologies		
Fluorescent Lamps	✓	
Fluorescent Ballast	✓	
Fluorescent Luminaires	✓	
Exit Signs	✓	✓
Compact Fluorescent Lamps	✓	✓
High Intensity Discharge Luminaires	✓	
Commercial Downlight Luminaires	✓	
Lighting Controls	✓	
Residential Light Fixtures		✓
Ceiling Fans (with lights)	Pending	✓
Commercial Appliances		
Ice Cube Machines	✓	
Family-Size Clothes Washers	✓	
Water Coolers		✓
Commercial Refrigerators	✓	✓
Gas Griddles	✓	
Fryers	✓	Pending
Hot Food holding Cabinets	✓	Pending
Steam Cookers	✓	Pending
Vending Machines	Pending	Pending
Commercial Equipment		
Unitary Air Conditioners	✓	✓
Air Source Heat Pumps	✓	
Commercial Boilers	✓	
Air-Cooled Electric Chillers	✓	
Ground Source Heat Pumps	✓	
Water-Cooled Electric Chillers	✓	
Construction Products		
Roofing Products	✓	✓
Residential Windows	✓	✓
Commercial/Industrial Technologies		
Electric Motors	✓	
Distribution Transformers	✓	✓
Centrifugal Pumping Systems	✓	
Other		
Low Standby Power Products	✓	
Traffic Signals		✓

Appendix B:

Internet Resources for Further Information

Federal Energy Management Program

FEMP Product Efficiency Recommendations
www.eere.energy.gov/femp/procurement

Utility Incentives
www.eere.energy.gov/femp/utility/action_kit.html

ESPCs and Super ESPCs
www.eere.energy.gov/femp/financealt.html

Energy Star Program
www.energystar.gov/

US Department of Energy

Doing Business with DOE
www.energy.gov/engine/content.do?BT_CODE=OVERVIEW

FEMP “Buying Energy Efficient Products”
www.eere.energy.gov/femp/procurement/

NASA

Office of Procurement
www.hq.nasa.gov/office/procurement

Acquisition Forecast
<http://procurement.nasa.gov/cgi-bin/nais/forecast.cgi>

NASA Center Procurement Sites
<http://procurement.nasa.gov/cgi-bin/nais/nasaproc.cgi>

Small Business Administration

Government Contracting
www.sbaonline.sba.gov/gc

Business Advisor - Small Business Administration
www.business.gov/

US Department of Agriculture

Procurement
www.usda.gov/procurement/

US Department of Defense and Defense Logistics Agency

DLA Defense Logistics Operations
www.supply.dla.mil/

Selling to the Military
www.acq.osd.mil/sadbu/publications/selling

US Environmental Protection Agency

Doing Business with EPA
www.epa.gov/epahome/doingbusiness.htm

Procurement Guidelines for Recycled Material
www.epa.gov/cpg

Environmental Preferable Purchasing
www.epa.gov/opptintr/epp/

US Department of Housing & Urban Development

Contracting
www.hud.gov/offices/cpo/contract.cfm

US Department of the Interior

Doing Business with Interior
www.doi.gov/pam/pamibiz.htm
National Business Center
www.nbc.gov

US Department of Justice

Doing Business with DOJ
www.usdoj.gov/07business/index.html

US Department of Transportation

Business Opportunities and Vendor Information
www.dot.gov/ost/m60/busopven.htm
Procurement Forecast
<http://osdbuweb.dot.gov/business/procurement/forecast.html>

US Department of Veterans Affairs

Acquisition and Materiel Management
www.va.gov/oa&mm/index.htm
Procurement Forecast
www.osdbu.va.gov/cgi-bin/WebObjects/FcoPublic.woa

US Department of Treasury

Office of the Procurement Executive
www.treasury.gov/procurement
Procurement Forecast
www.treasury.gov/offices/management/dcfo/osdbu/marketing-publications/forecast.html

US General Services Administration

Office of Enterprise Development
www.gsa.gov/oed/
Federal Supply Multiple Award Schedules Program
<http://fss.gsa.gov/schedules>
GSA Advantage
www.gsaadvantage.gov
FSS Environmental Programs
<http://fss.gsa.gov/enviro>

US Postal Service

Purchasing
www.usps.gov/purchasing/welcome.htm

Miscellaneous

Federal Business Opportunities
www.fedbizopps.gov/
Federal Procurement Data Center
www.fpdc.gov/
Government Printing Office
<http://bookstore.gpo.gov/index.html>
Office of Federal Environmental Executive
www.ofee.gov

Appendix C:

GSA Small Business Centers

REGION 1

CT, ME, MA, NH, RI, VT

GSA Small Business Utilization Center
10 Causeway Street
Boston, MA 02222
617-565-8100

REGION 2

NY, NJ, PR, VI

GSA Small Business Utilization Center
26 Federal Plaza, Room 18-130
New York, NY 10278
212-264-1234

REGION 3

PA, DE, MD, VA, WV

GSA Small Business Utilization Center
20 North Eighth Street, 9th Floor
Philadelphia, PA 19107
215-446-4918

REGION 4

NC, SC, TN, MS, AL, GA, FL, KY

GSA Office of Small Business Utilization
77 Forsyth Street, 6th Floor
Atlanta, GA 30303
404-331-5103

REGION 5

IL, WI, MI, IN, OH, MN

GSA Small Business Utilization Center
230 South Dearborn Street
Chicago, IL 60604
312-353-5383

REGION 6

KS, IA, MO, NE

GSA Office of Small Business
Utilization and Support Services
1500 East Bannister Road, Room 1160
Kansas City, MO 64131-3088
816-926-7203

REGION 7

AR, LA, NM, OK, TX

GSA Office of Small Business Utilization
819 Taylor Street, Room 1E13A
Forth Worth, TX 76102
817-978-0800

REGION 8

CO, WY, MT, UT, ND, SD

GSA Office of Small Business Utilization
Federal Center #41, Room 240
PO Box 25006
Denver, CO 80225
303-236-7408

REGION 9

NO. CA, HI, NV

GSA Office of Small Business Utilization
450 Golden Gate Avenue, Room 5-6535
San Francisco, CA 94102-3400
415-522-2700

AZ, SO. CA, Clark County NV

GSA Office of Small Business Utilization
300 North Los Angeles Street, Room 3108
Los Angeles, CA 90012
213-894-3210

REGION 10

WA, OR, ID, AK

GSA Office of Small Business Utilization
400 15th Street, SW
Auburn, WA 98001-6599
253-931-7956

NATIONAL CAPITAL REGION

Washington, DC & Surrounding
Counties of Maryland and Virginia
GSA Office of Small Business Utilization
7th & D Streets, SW, Room 1050
Washington, DC 20407
202-708-5804

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